

## Message Text

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PAGE 01 STATE 109525  
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 SIG-03 /024 R

DRAFTED BY BED:OIM:MRD:SAKELLER

APPROVED BY EB/CTA/OCA:SHARRIS

BED:OIM:MRD:ABIHUN

BED:OIM:MRD:NSBASSETT

BED:OIM:OPD:ESHAW

BED:OIM:JWHITELEY

BED:OIM:PFIELD

BED:OIM:MBELDEN

BED:OIM:DM:CBARRETT

BED:OIM:PROGDEV:ALEONARD

-----117275 292055Z /61

R 290018Z APR 78

FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS

AMEMBASSY LONDON

INFO AMEMBASSY BONN

AMEMBASSY THE HAGUE

AMEMBASSY LUXEMBOURG

AMCONSUL MILAN

AMEMBASSY PARIS

AMEMBASSY STOCKHOLM

UNCLAS STATE 109525

E.O. 11652: N/A

TAGS: BBSR, XT

SUBJECT: OPERATIONS MARKET RESEARCH - PLASTIC AND RUBBER  
FORMING MACHINERY AND PLASTIC MATERIALS - EUROPE

REF: USDOC 07849 (NOTAL)

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1. SUBJECT RESEARCH NEEDED IN COMMERCE AUGUST 31 TO  
SUPPORT PARTICIPATION IN KUNSTSTOFF INTERNATIONAL PLASTICS  
AND RUBBER FAIR TO BEHELD IN DUSSELDORF OCTOBER 10-17,  
1979. RESEARCH TO COVER MARKETS IN FRG, FRANCE, UK,  
ITALY, SWEDEN, NETHERLANDS AND BELGIUM/LUXEMBOURG. TO  
OBTAIN THIS RESEARCH COMMERCE CONSIDERING THREE ALTER-  
NATIVE APPROACHES AS FOLLOWS.

2. FOR BRUSSELS. POST REQUESTED TO DETERMINE IF MARK DECKER WOULD BE WILLING TO PREPARE MARKET BRIEFS ON EACH COUNTRY, SIMILAR TO THOSE HE HAS ALREADY SUBMITTED, AND AT WHAT COST. EMPHASIS SHOULD BE GIVEN TO GERMAN MARKET SINCE IT IS UNDERSTOOD 65 PERCENT OF KUNSTSTOFF ATTENDEES ARE FROM GERMANY. NOTE THAT SCOPE OF RESEARCH DOES NOT INCLUDE EQUIPMENT OR MATERIALS TO MANUFACTURE RAW PLASTIC OR RUBBER AND DOES NOT INCLUDE RUBBER MATERIALS. DECKER SHOULD UNDERSTAND THAT IF THIS RESEARCH UNDERTAKEN

IT CANNOT BE ALLOWED TO DELAY TIMELY COMPLETION OF FOUR STUDIES ASSIGNED IN REFTEL. FYI. COMMERCE WILLING TO SPEND UP TO 10,000 DOLLARS FOR THIS RESEARCH.

3. FOR LONDON. POST REQUESTED TO INQUIRE OF MARKET RESEARCH FIRMS, PUBLISHERS AND TRADE ORGANIZATIONS IN LONDON TO DETERMINE IF APPROPRIATE RESEARCH AVAILABLE IN ONE OR COMBINATION OF STUDIES OFF THE SHELF AND AT WHAT COST. IF NEITHER ABOVE APPROACH SUCCESSFUL COMMERCE WOULD CONSIDER ASKING POST TO SOLICIT BIDS FOR SUBJECT RESEARCH FROM LONDON FIRMS.

4. BRIEF INSTRUCTIONS AND PRODUCT LIST SENT TO POSTS APO AND FPO APRIL 27, THREE COPIES TO BRUSSELS AND SEVEN TO LONDON. COMMERCE WOULD APPRECIATE RESPONSE FROM BOTH UNCLASSIFIED

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POSTS BY MAY 15. VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
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**Concepts:** n/a  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014